



TORQ Analysis of Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products to Market Research Analysts

INPUT SECTION:

Transfer	Title	O* NET	Filters		
From Title:	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Market Research Analysts	19-3021.00	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

OUTPUT SECTION:

Grand TORQ:

92

Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	94	Level	93	Level	88

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Mathematical Reasoning	51	28	53	Reading Comprehension	72	8	83	English Language	63	11	71
Inductive Reasoning	62	16	68	Writing	67	8	76	Administration and Management	67	9	69
Written Expression	64	13	72	Active Listening	68	8	74	Sales and Marketing	79	4	73
Deductive Reasoning	64	13	65	Coordination	68	3	69				
Oral Expression	66	9	68								
Oral Comprehension	64	7	72								
Problem Sensitivity	53	7	59								
Written Comprehension	60	3	75								
Information Ordering	53	3	56								
Speech Clarity	53	2	62								
Near Vision	51	1	59								

LEVEL and IMPT (IMPORTANCE) refer to the Target Market Research Analysts. GAP refers to level difference between Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products and Market Research Analysts.

ASK ANALYSIS

Ability Level Comparison - Abilities with importance scores over 50



Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Market Research Analysts	Importance
Written Comprehension	57	60	75
Oral Comprehension	57	64	72
Written Expression	51	64	72
Oral Expression	57	66	68
Inductive Reasoning	46	62	68
Deductive Reasoning	51	64	65
Speech Clarity	51	53	62
Problem Sensitivity	46	53	59
Near Vision	50	51	59
Information Ordering	50	53	56
Speech Recognition	57	48	56
Mathematical Reasoning	23	51	53

Skill Level Comparison - Abilities with importance scores over 69

Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Market Research Analysts	Importance
Reading Comprehension	64	72	83
Time Management	65	62	80
Writing	59	67	76
Active Listening	60	68	74
Coordination	65	68	69

Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Market Research Analysts	Importance
Customer and Personal Service	71	65	77
Sales and Marketing	75	79	73
English Language	52	63	71
Administration and Management	58	67	69

Experience & Education Comparison



Related Work Experience Comparison			Required Education Level Comparison		
Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Market Research Analysts	Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Market Research Analysts
10+ years	0%	11%	Doctoral	0%	0%
8-10 years	2%	0%	Professional Degree	0%	10%
6-8 years	0%	22%	Post-Masters Cert	0%	0%
4-6 years	32%	31%	Master's Degree	0%	22%
2-4 years	14%	1%	Post-Bachelor Cert	0%	3%
1-2 years	31%	8%	Bachelors	25%	24%
6-12 months	18%	15%	AA or Equiv	14%	0%
3-6 months	0%	0%	Some College	32%	23%
1-3 months	0%	0%	Post-Secondary Certificate	0%	15%
0-1 month	0%	0%	High School Diploma or GED	21%	0%
None	0%	7%	No HSD or GED	6%	0%

Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Market Research Analysts

Most Common Educational/Training Requirement:

Moderate-term on-the-job training

Bachelor's degree

Job Zone Comparison

3 - Job Zone Three: Medium Preparation Needed

Previous work-related skill, knowledge, or experience is required for these occupations. For example, an electrician must have completed three or four years of apprenticeship or several years of vocational training, and often must have passed a licensing exam, in order to perform the job.

Most occupations in this zone require training in vocational schools, related on-the-job experience, or an associate's degree. Some may require a bachelor's degree.

Employees in these occupations usually need one or two years of training involving both on-the-job experience and informal training with experienced workers.

4 - Job Zone Four: Considerable Preparation Needed

A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.

Most of these occupations require a four - year bachelor's degree, but some do not.

Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.

Tasks

Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Core Tasks

Generalized Work Activities:

- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources.
- Communicating with Persons Outside Organization - Communicating with people outside the organization,

Market Research Analysts

Core Tasks

Generalized Work Activities:

- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.
- Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.
- Documenting/Recording Information - Entering, transcribing, recording, storing, or maintaining information in written or electronic/magnetic form.
- Updating and Using Relevant Knowledge -



representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.

- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.

Specific Tasks

Occupation Specific Tasks:

- Answer customers' questions about products, prices, availability, product uses, and credit terms.
- Arrange and direct delivery and installation of products and equipment.
- Buy products from manufacturers or brokerage firms, and distribute them to wholesale and retail clients.
- Check stock levels and reorder merchandise as necessary.
- Consult with clients after sales or contract signings in order to resolve problems and to provide ongoing support.
- Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
- Forward orders to manufacturers.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.
- Negotiate details of contracts and payments, and prepare sales contracts and order forms.
- Negotiate with retail merchants to improve product exposure such as shelf positioning and advertising.
- Obtain credit information about prospective customers.
- Perform administrative duties, such as preparing sales budgets and reports, keeping sales records, and filing expense account reports.
- Plan, assemble, and stock product displays in retail stores, or make recommendations to retailers regarding product displays, promotional programs, and advertising.
- Prepare drawings, estimates, and bids that meet specific customer needs.
- Provide customers with product samples and catalogs.
- Recommend products to customers,

Keeping up-to-date technically and applying new knowledge to your job.

- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.

Specific Tasks

Occupation Specific Tasks:

- Attend staff conferences to provide management with information and proposals concerning the promotion, distribution, design, and pricing of company products or services.
- Collect and analyze data on customer demographics, preferences, needs, and buying habits to identify potential markets and factors affecting product demand.
- Conduct research on consumer opinions and marketing strategies, collaborating with marketing professionals, statisticians, pollsters, and other professionals.
- Develop and implement procedures for identifying advertising needs.
- Devise and evaluate methods and procedures for collecting data, such as surveys, opinion polls, or questionnaires, or arrange to obtain existing data.
- Direct trained survey interviewers.
- Forecast and track marketing and sales trends, analyzing collected data.
- Gather data on competitors and analyze their prices, sales, and method of marketing and distribution.
- Measure and assess customer and employee satisfaction.
- Measure the effectiveness of marketing, advertising, and communications programs and strategies.
- Monitor industry statistics and follow trends in trade literature.
- Prepare reports of findings, illustrating data graphically and translating complex findings into written text.
- Seek and provide information to help companies determine their position in the marketplace.

Detailed Tasks

Detailed Work Activities:

- advise clients or customers
- advise governmental or industrial personnel
- analyze market or delivery systems
- analyze sales activities or trends
- analyze scientific research data or investigative findings
- analyze social or economic data
- collect scientific or technical data



based on customers' needs and interests.

- Train customers' employees to operate and maintain new equipment.

Detailed Tasks

Detailed Work Activities:

- advise clients or customers
- advise retail dealers in use of sales promotion techniques
- analyze sales activities or trends
- answer customer or public inquiries
- arrange delivery schedules
- arrange merchandise display
- assemble advertising displays
- communicate visually or verbally
- conduct sales presentations
- confer with customer to review terms of credit or payment plan
- demonstrate goods or services
- estimate costs or price arrangements
- estimate delivery dates
- evaluate advertising promotions
- explain products to customer representatives
- identify best product for customer's needs
- instruct customers in product installation, use, or repair
- investigate customer complaints
- maintain records, reports, or files
- obtain information from individuals
- prepare list of prospective customers
- prepare reports
- provide customer service
- request customer order
- resolve customer or public complaints
- sell merchandise
- sell products or services
- solicit orders from established or new customers
- stock or organize goods
- use computers to enter, access or retrieve data
- use interpersonal communication techniques
- use inventory control procedures
- use knowledge of sales contracts
- use knowledge of written communication in sales work
- use merchandising techniques
- use product knowledge to market goods
- use sales techniques
- use telephone communication techniques
- write business project or bid proposals

- collect social or personal information
- collect statistical data
- communicate technical information
- compile numerical or statistical data
- conduct field research or investigative studies
- conduct market research
- conduct or attend staff meetings
- conduct survey research of specified populations
- confer with research personnel
- confer with scientists
- create mathematical or statistical diagrams or charts
- develop marketing strategy
- develop or maintain databases
- develop plans for programs or projects
- develop policies, procedures, methods, or standards
- develop tables depicting data
- direct and coordinate activities of workers or staff
- direct and coordinate scientific research or investigative studies
- direct implementation of new procedures, policies, or programs
- explain complex mathematical information
- follow confidentiality procedures
- forecast or predict phenomena based upon research data
- identify potential markets
- interpret charts or tables for social or economic research
- interview customers
- learn trends in world trade
- maintain awareness of social trends
- make presentations
- monitor consumer or marketing trends
- obtain information from individuals
- perform statistical modeling
- plan scientific research or investigative studies
- plan surveys of specified group or area
- prepare reports
- prepare technical reports or related documentation
- provide expert testimony on research results
- recognize interrelationships among individuals or social groups
- recognize interrelationships among social statistics or indicators
- recommend further study or action based on research data
- use computers to enter, access or retrieve data



Technology - Examples

Calendar and scheduling software

- Computerized call calendars
- Computerized time management systems

Customer relationship management CRM software

- ACT! software
- Advantage Signature Marketing Group Web Master
- Ardexus Mode
- Ardexus TASC
- Commence Application Suite
- Contact management systems
- Contact Tracking software
- Customer relationship management CRM software
- FrontRange Solutions Goldmine software
- HydraNet software
- interlinkONE software
- Maximizer Enterprise software
- Microsoft Dynamics CRM
- NetSuite NetCRM
- Novo Customer Tracking Software
- Onyx software
- Relavis CRM Portal
- Root Systems SPS Process Management
- Sage SalesLogix
- Salesforce software
- SamePage StudioCRM
- Soffront CRM Portal
- Tigerpaw software

Data base reporting software

- SalesInSync software

Data base user interface and query software

- Database software
- Microsoft Access

Data

- use current social research
- use interpersonal communication techniques
- use interviewing procedures
- use knowledge of economic trends
- use knowledge of investigation techniques
- use labor market information
- use library or online Internet research techniques
- use marketing techniques
- use mathematical or statistical methods to identify or analyze problems
- use oral or written communication techniques
- use product knowledge to market goods
- use public speaking techniques
- use quantitative research methods
- use relational database software
- use scientific research methodology
- use spreadsheet software
- use word processing or desktop publishing software
- work as a team member
- write business project or bid proposals

Technology - Examples

Analytical or scientific software

- AcaStat software
- Adaptive conjoint analysis ACA software
- AndersonBell Abstat
- Claritas software
- Cytel LogXact
- Data analysis software
- Insightful S-PLUS
- Minitab software
- Palisade StatTools
- Provalis Research Simstat
- SAS software
- Sawtooth Choice-Base Conjoint CBS
- Sawtooth Composite Product Mapping CPM
- SPSS software
- StataCorp Stata
- StatPac software



Desktop publishing software

- Contract Central software

Electronic mail software

- IBM Lotus Notes
- Microsoft Exchange
- Microsoft Outlook

Expert system software

- Mastermind software
- Sales force automation software

Internet browser software

- Internet browser software

Office suite software

- Microsoft Office

Presentation software

- Microsoft PowerPoint

Spreadsheet software

- Microsoft Excel

Word processing software

- Microsoft Word

Tools - Examples

- Desktop computers
- Computer printers
- Notebook computers
- Personal computers

- TNS MarketWhys

- TNS Miriad

- UNISTAT Statistical Package

- WinCross software

Categorization or classification software

- MapMaker software

Content workflow software

- ADXSTUDIO software

Customer relationship management CRM software

- Epiphany software
- Galilee Enterprise TargetPro
- Insightful Corporation Confront
- Solucient software
- TechExcel software
- Vantage MCIF

Data base user interface and query software

- Database software
- Geographic information system GIS marketing software

- GM NET-MR

- IBMIMS

- Intellimed software

- Microsoft Access

- Oracle software

- Structured query language SQL

- Survey software

Data mining software

- Cytel Software XLMner
- IBM Intelligent Miner
- NCR Teradata Warehouse Miner
- Oracle Darwin

Desktop publishing software

- LogiXML Ad-HOC
- Sawtooth SSI Web

Development environment software



- Microsoft Visual Basic

Document management software

- INPUT analysis software

Electronic mail software

- Email software

Enterprise resource planning ERP software

- Aprimo Marketing

Expert system software

- Digivey software (expert system feature)

Financial analysis software

- Financial planning software

Graphics or photo imaging software

- Adobe Systems Adobe Illustrator

- Adobe Systems Adobe Photoshop software

- Graphics software

- Thomson Dialog

Information retrieval or search software

- Factiva

- FedBizOps

- LexisNexis software

- Medstat/INFORUM

- Mintel Reports

- Neoforma Healthcare Products Information Services HPIS Market Intelligence

- Thomson Financial Investext

- Verispan Patient Parameters

- Wal-mart Retail Link

Internet browser software

- Web browser software

Map creation software

- Mapping software

Network conferencing software

- Microsoft Sharepoint

Office suite software

- Microsoft Office

Point of sale POS software

- Digivey software (point of sale feature)

Presentation software



- Microsoft PowerPoint

- Presentation software

Project management software

- AndersonBell WebServ

- ClassApps SelectSurveyASP

- Focus software

- Key Survey software

- Microsoft Project

- Perseus SurveySolutions

Spreadsheet software

- Microsoft Excel

Web page creation and editing software

- Adobe Systems Adobe Fireworks

- Adobe Systems Adobe Flash Player

Web platform development software

- Cascading Style Sheets CSS

- Dynamic hypertext markup language DHTML

- Hypertext markup language HTML

- JavaScript

Word processing software

- Microsoft Word

- Word processing software

Tools - Examples

- Desktop computers

- Notebook computers

- Personal computers

- Personal digital assistants PDA

- Scanners

- Tablet computers

Labor Market Comparison

Description	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Market Research Analysts	Difference
Median Wage	N/A	\$ 49,960	N/A



10th Percentile Wage	N/A	\$ 33,000	N/A
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	N/A	\$ 70,990	N/A
90th Percentile Wage	N/A	\$ 88,170	N/A
Mean Wage	N/A	\$ 55,370	N/A
Total Employment - 2007	N/A	200	N/A
Employment Base - 2016	N/A	202	N/A
Projected Employment - 2016	N/A	209	N/A
Projected Job Growth - 2006-2016	N/A	3.5 %	N/A
Projected Annual Openings - 2006-2016	N/A	2	N/A

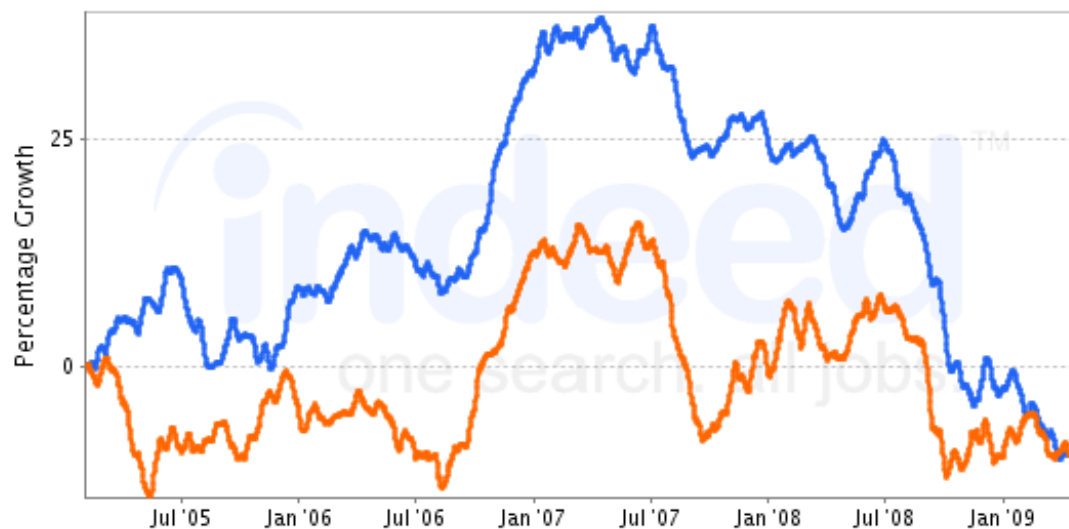
National Job Posting Trends

Trend for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Trend for
Market
Research
Analysts

Job Trends from Indeed.com

— Manufacturing Sales Representative — Market Research Analyst



Data from [Indeed](http://Indeed.com)

Recommended Programs

Agricultural Economics

Agricultural Economics. A program that focuses on the application of economics to the analysis of resource allocation, productivity, investment, and trends in the agricultural sector, both domestically and internationally. Includes instruction in economics and related subfields as well as applicable agricultural fields.

Institution	Address	City	URL
University of Maine		Orono	www.umaine.edu/



University of Maine		Orono	www.umaine.edu/
University of Maine		Orono	www.umaine.edu/
Economics, General			
Economics, General. A general program that focuses on the systematic study of the production, conservation and allocation of resources in conditions of scarcity, together with the organizational frameworks related to these processes. Includes instruction in economic theory, micro- and macroeconomics, comparative economic systems, money and banking systems, international economics, quantitative analytical methods, and applications to specific industries and public policy issues.			
Institution	Address	City	URL
Bowdoin College	5700 College Station - President's Office	Brunswick	www.bowdoin.edu
Bowdoin College	5700 College Station - President's Office	Brunswick	www.bowdoin.edu
Bates College	2 Andrews Road, 2 Lane Hall	Lewiston	www.bates.edu/
Bates College	2 Andrews Road, 2 Lane Hall	Lewiston	www.bates.edu/
University of Maine		Orono	www.umaine.edu/
University of Maine		Orono	www.umaine.edu/
University of Maine		Orono	www.umaine.edu/
University of Southern Maine	96 Falmouth St	Portland	www.usm.maine.edu
Colby College	Mayflower Hill Drive	Waterville	www.colby.edu
Colby College	Mayflower Hill Drive	Waterville	www.colby.edu
Applied and Resource Economics			
Applied Economics. A program that focuses on the application of economic principles and analytical techniques to the study of particular industries, activities, or the exploitation of particular resources. Includes instruction in economic theory; microeconomic analysis and modeling of specific industries, commodities; the economic consequences of resource allocation decisions; regulatory and consumer factors; and the technical aspects of specific subjects as they relate to economic analysis.			
No schools available for the program			
Econometrics and Quantitative Economics			
Econometrics and Quantitative Economics. A program that focuses on the systematic study of mathematical and statistical analysis of economic phenomena and problems. Includes instruction in economic statistics, optimization theory, cost/benefit analysis, price theory, economic modeling, and economic forecasting and evaluation.			
Institution	Address	City	URL
Bowdoin College	5700 College Station - President's Office	Brunswick	www.bowdoin.edu
Bowdoin College	5700 College Station - President's Office	Brunswick	www.bowdoin.edu
Development Economics and International Development			
Development Economics and International Development. A program that focuses on the systematic study of the economic development process and its application to the problems of specific countries and regions. Includes instruction in economic development theory, industrialization, land reform, infrastructural development, investment policy, the role of governments and business in development, international development organizations, and the study of social, health, and environmental influences on economic development.			
No schools available for the program			
International Economics			



International Economics. A program that focuses on the systematic study and analysis of international commercial behavior and trade policy. Includes instruction in international trade theory, tariffs and quotas, commercial policy, trade factor flows, international finance and investment, currency regulation and trade exchange rates and markets, international trade negotiation, and international payments and accounting policy.

No schools available for the program

Economics, Other

Economics, Other. Any instructional program in economics not listed above.

Institution	Address	City	URL
University of Maine		Orono	www.umaine.edu/
University of Maine		Orono	www.umaine.edu/
University of Maine		Orono	www.umaine.edu/

Business/Managerial Economics

Business/Managerial Economics. A program that focuses on the application of economics principles to the analysis of the organization and operation of business enterprises. Includes instruction in monetary theory, banking and financial systems, theory of competition, pricing theory, wage and salary/incentive theory, analysis of markets, and applications of econometrics and quantitative methods to the study of particular businesses and business problems.

No schools available for the program

Marketing Research

Marketing Research. A program that prepares individuals to provide analytical descriptions of consumer behavior patterns and market environments to marketing managers and other business decision-makers. Includes instruction in survey research methods, research design, new product test marketing, exploratory marketing, consumer needs and preferences analysis, geographic analysis, and applications to specific products and markets.

No schools available for the program

Maine Statewide Promotion Opportunities for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
41-9091.00	Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	93	1	0	\$18,120.00	\$18,120.00	0%	0
13-2072.00	Loan Officers	93	3	1,450	\$49,380.00	\$49,380.00	9%	29
41-3011.00	Advertising Sales Agents	93	3	680	\$34,530.00	\$34,530.00	15%	25
41-3031.02	Sales Agents, Financial Services	93	4	0	\$65,230.00	\$65,230.00	5%	33
19-3021.00	Market Research Analysts	92	4	200	\$49,960.00	\$49,960.00	3%	2
41-9041.00	Telemarketers	92	2	1,670	\$23,680.00	\$23,680.00	-18%	59
41-9021.00	Real Estate Brokers	91	3	320	\$61,300.00	\$61,300.00	-1%	22
41-3021.00	Insurance Sales Agents	91	3	1,620	\$43,290.00	\$43,290.00	4%	80
43-4141.00	New Accounts Clerks	91	2	210	\$28,080.00	\$28,080.00	-14%	6



41-4011.00	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	91	4	720	\$57,210.00	\$57,210.00	4%	20
29-2081.00	Opticians, Dispensing	90	3	290	\$30,670.00	\$30,670.00	5%	10
13-1071.01	Employment Interviewers	90	3	610	\$41,200.00	\$41,200.00	10%	19
13-2052.00	Personal Financial Advisors	90	3	360	\$94,100.00	\$94,100.00	10%	13
11-2022.00	Sales Managers	90	4	1,310	\$72,720.00	\$72,720.00	3%	32
13-1022.00	Wholesale and Retail Buyers, Except Farm Products	90	3	490	\$38,660.00	\$38,660.00	-2%	12

Maine Statewide Promotion Opportunities for Market Research Analysts

O* NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
19-3021.00	Market Research Analysts	100	4	200	\$49,960.00	\$0.00	3%	2
13-2052.00	Personal Financial Advisors	90	3	360	\$94,100.00	\$44,140.00	10%	13
41-3031.02	Sales Agents, Financial Services	90	4	0	\$65,230.00	\$15,270.00	5%	33
13-2053.00	Insurance Underwriters	90	3	460	\$56,090.00	\$6,130.00	-1%	12
11-2031.00	Public Relations Managers	88	4	290	\$71,020.00	\$21,060.00	9%	10
41-3031.01	Sales Agents, Securities and Commodities	88	4	0	\$65,230.00	\$15,270.00	5%	33
11-2021.00	Marketing Managers	87	4	570	\$74,560.00	\$24,600.00	7%	17
41-1012.00	First-Line Supervisors/Managers of Non-Retail Sales Workers	87	4	930	\$55,220.00	\$5,260.00	-1%	19
11-2011.00	Advertising and Promotions Managers	86	4	280	\$56,210.00	\$6,250.00	2%	7
11-3031.02	Financial Managers, Branch or Department	86	4	2,440	\$67,670.00	\$17,710.00	7%	58
27-3043.04	Copy Writers	86	4	220	\$50,960.00	\$1,000.00	6%	16
13-2051.00	Financial Analysts	85	4	210	\$71,380.00	\$21,420.00	10%	4
13-2061.00	Financial Examiners	85	4	120	\$55,110.00	\$5,150.00	3%	2



25-1011.00	Business Teachers, Postsecondary	85	5	230	\$56,500.00	\$6,540.00	13%	7
41-9021.00	Real Estate Brokers	85	3	320	\$61,300.00	\$11,340.00	-1%	22